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JUNE 2022

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

HOMEOWNERSHIP



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ARE YOU GETTING IT?

We send out the SAR Weekly Docket every Wednesday evening - are you receiving it? If you would like to keep up to date with what's happening at SAR, send a subscription request to tvicari@sacrealtor.org.

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**2022 PRESIDENT**

A Great Weekend of Collaboration

Dear SAR REALTOR® and Affiliate Members,

On the first Saturday in June, the Sacramento Association of REALTORS® partnered with the Sacramento chapter of the [Asian Real Estate Association of America \(AREAA\)](#) to renovate a Rancho Cordova home with the organization [Rebuilding Together](#). I'll talk about the project in a minute, but first I want to address how wonderful it is for SAR and our "sibling organization" AREAA to collaborate.

One of our association priorities this year is to collaborate more with our sibling organizations. In addition to AREAA, we have vibrant local chapters of organizations such as the [Realists](#), the [National Hispanic Organization of Real Estate Associates \(NHORA\)](#), and [Women's Council of REALTORS \(WCR\)](#). These organizations do amazing work in our community and often work in parallel to the efforts of SAR. Last month, the leadership of SAR met with the leadership of these organizations to brainstorm ways we can collaborate. This is not to take away from the individual efforts of any organization, because all each organization has something special and unique to offer its members. But I marvel at the things we could accomplish together if we can find ways to create something truly synergistic between our organizations.

Hopefully you have noticed that our sibling organizations have had information tables at our monthly Main Meeting. Please pop in early, before our 9am start time, to our next main meeting on August 2nd and check out our sibling organizations. While we are still ironing out many of the details, and it's our hope that our members will notice more information sharing, collaboration, and joint efforts from our organizations in the future.

Now, returning to [the project house that AREAA and SAR worked together to renovate this weekend](#): what an amazing experience. In a matter of hours a few dozen volunteers transformed the exterior of a fairly dilapidated Rancho Cordova home into something adorable. We worked hard, and had a lot of fun too. I can't emphasize enough how enjoyable it is to spend time with our colleagues outside of our transactions together. Huge shout out to the "house captains" Danny Kwon and Jonathan Lee, who are each members of both SAR and of AREAA, who coordinated the effort! And to all of the amazing, hard working volunteers that day — thank you for giving so much of yourselves. I know those homeowners (who worked along side us, by the way) were truly grateful for our help. And I'm truly grateful to our collective membership who strive everyday to make our region a better place.

Cheers,

2022 SAR President
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June Is National Homeownership Month

June is National Homeownership Month, when we promote the benefits of homeownership and recommit to creating opportunities for future homeowners.

REALTORS® strive to ensure all Americans have the opportunity to achieve homeownership, the centerpiece of the American Dream and the pathway to economic well-being and intergenerational wealth-building.

NAR applauds the White House for marking National Homeownership Month with a [new proclamation](#) affirming the importance of expanding access to safe, affordable housing.

NAR's Commitment to Expanding Homeownership

During Homeownership Month, NAR is sharing how REALTORS® help the millions of Americans who aspire to join the nation's 83 million property owners.

Homeownership builds financial security. With 65.5% of Americans owning homes, the net worth of a typical homeowner is nearly 40 times the net worth of a non-owner.

The total value of owner-occupied housing rose by \$8.2 trillion in the last decade, and the number of middle-income homeowners increased by nearly one million. The typical homeowner has accumulated more than \$200,000 in housing wealth due to price appreciation.

However, a historic 50-year record shortage of affordable homes available for purchase has severely limited access to the residential real estate market.

Enabling more households to achieve sustainable homeownership earlier in life, and maintain that ownership throughout life, is crucial to narrowing the racial homeownership and housing wealth gaps.

Hot or Not? Unpacking Today's Housing Market

On Tuesday, June 21, at 11 a.m. ET, Dr. Jessica Lautz, NAR's vice president of demographics and behavioral insights, will offer an exclusive Homeownership Month briefing for Members of Congress and staff. REALTOR® members are also invited to join. Go beyond the headlines with the latest trends and original data on the current state of the housing market.

[Register for the webinar](#)





Diversity, Equity, Inclusion, Fair Housing

Celebrating Juneteenth

"Today on Juneteenth, the day we celebrate the end of slavery, the day we memorialize those who offered us hope for the future and the day when we renew our commitment to the struggle for freedom." — Angela Davis

Happy JUNETEENTH Day! Happy Juneteenth Day?

Also known as Juneteenth National Independence Day, Jubilee Day, Emancipation Day, Freedom Day and Black Independence Day.

It was Abraham Lincoln that issued the Emancipation Proclamation on January 1st 1863, proclaiming that all persons held as slaves were to be freed, but it was not until June 19th 1865 when Major General Gordon Granger ordered *"...that all slaves are free. This involves an absolute equality of personal rights and rights of property between former masters and slaves..."*. Once the news travelled around the country, African Americans learned that not only was the Civil war over, but slaves were free and they were happy!

June 19th commemorates the symbolic end of America's original sin of slavery. It is the official Independence Day for African Americans.

Juneteenth is still poorly understood, it is incorrectly considered a Black culture instead of an American culture. Until recently many Americans were not even aware of this historic day. It is now celebrated not just by African Americans in America but by many people everywhere; Nigeria, Japan, South Korea, Canada, United Kingdom, Germany, Italy is just some of the countries that recognize and celebrate with us too.

President Joe Biden officially designated Juneteenth as a Federal Holiday in 2021 and according to Juneteenth Observance Foundation, "From 2022, it will be a legal state-paid holiday in Connecticut, Colorado, Delaware, Maine, Michigan, Illinois, South Dakota, Utah, and Washington state. It will also be a holiday in D.C. Massachusetts, New York, Texas, and Virginia."

California has recognized Juneteenth as a holiday since 2003, and although it is not a paid holiday in the State of California, there are companies that do observe June 19th and offer it as a paid holiday to their employees.

Juneteenth reminds us what African Americans had to endure, fight and die for to get out of the bondage of slavery. We should all enforce our rights to vote and look at how we define citizenship in this nation.

America has come a long way and Juneteenth should be celebrated and enjoyed. Juneteenth should also be a time to reflect on the African American history and honor the journey, then come together as a people and continue to move towards peace, love and equality. We can only control ourselves, so Juneteenth should also be a rallying call for all of us to think about the meaning of freedom. A day to reflect upon ourselves, our views and beliefs and what we project to others.

Juneteenth becomes important when we think about enforcing our rights to vote and how we define citizenship in this nation. We must continue to ensure that we play a vital and proactive role in the growth of our nation and the decisions that are being made. We must all be a positive part of the change so we can see a positive change.

Juneteenth requires you to be present, in the moment, and very specific about why you are showing up to celebrate it.

SOURCES: Associated press, NPR, April Ryan, P.R. Lockhart, Mary Elliott, Angela Tate



Excuse-moi, oh Concierge!

Now, I know I am probably going to catch some heat for this – but as we navigate this ever-changing business we need to keep legal compliance in at the forefront. One of the more recent creative endeavors of real estate agents trying to land a listing in a hot market is the advent of “Concierge Services.” No, unfortunately these agents aren’t booking hotel and restaurant reservations for you while conducting an open house (although that would be nice!). Instead, these agents are promising to hire affiliated contractors to improve the home for sale, in exchange for the listing and the incentive of taking payment of the repairs out of the listing agent’s commission.

According to the Residential Listing Agreement (C.A.R. Form RLA, Revised 6/21) Section 10, unless Sellers give contrary written instructions, Broker[s] [are] authorized, but not required, to (i) order reports and disclosures...; (ii) advertise and market the Property...; and (iii) disclose to any real estate licensee making an inquiry the receipt of any offers... and the offering price of such offers.” This is the general limitation of a Broker’s responsibility and any additional services provided by the Broker should be included in a separate included agreement or an addendum to the listing agreement.

Even after clearing the first hurdle of authorizations/limitations of the Broker in the RLA, there are several legal issues that can arise from real estate agents performing these “Concierge Services.”

1) Prohibited employment or compensation of an unlicensed person. (Bus. & Prof. Code § 10137.)

In the Concierge Service scenario, a salesperson may be unlawfully paying compensation derived from a commission to an unlicensed person: the contractor. Typically, an agent can choose to pay for inspections or other services out of their own expenses, and this is not an issue. However, by explicitly saying that the agent is paying for these services “out of the commission,” there is a danger that this crosses the line of legality under the Business and Professions Code:

It is unlawful for any licensed real estate broker to compensate, directly or indirectly, any person for performing real estate acts who is not a licensed real estate broker/salesperson, or to compensate, directly or indirectly, any licensee for engaging in activity for which a mortgage loan originator license endorsement is required, if the licensee does not hold such an endorsement. A licensee may enter into an agreement with another licensee to share that compensation provided that any compensation is paid through the responsible broker.

For a violation of any of the provisions of this section, the commissioner may temporarily suspend or permanently revoke the license of the real estate licensee, in accordance with the provisions of this part relating to hearings. (Paraphrased from Bus. & Prof. Code, § 10137.)

2) Unlicensed lending activity.

A “loan” is commonly defined as an agreement by which one party transfers an amount of money to another, and the recipient of the money agrees to repay the sum later. (*Cazenovia Coll v. Renshaw (In re Renshaw)*, 222 F.3d 82, 88 (2d Cir. 2000) cited in *President and Board of Ohio University v. Hawkins* (In re Hawkins), 317 B.R. 104, 109 (B.A.P. 9th Cir. 2004). Here, the real estate agent could be said to have made a loan to the Seller in order to secure the repair work to be done on the house, in anticipation that the Seller will pay the agent later, from the proceeds when the home sells.

A person in the business of making consumer loans is a “finance lender.” One who is “engaged in the business of negotiating or arranging the terms of a loan is a “loan broker” (Fin. Code §§ 22004 and 22009). Finance lenders and loan brokers must be licensed by the Department of Business Oversight (Id., § 22100 (a)). A willful violation of the licensure requirement would be a basis for voiding a loan by an unlicensed lender (Id., § 22750(b)). And even if the violation is not willful, an unlicensed lender may be subject to orders for restitution, disgorgement, or damages (Id., § 22713 (a).) Here, the real estate agent is making these loans as a part of their business and is also in the business of negotiating or arranging the terms of the loan (i.e., “you can take it out of my commission”) and could be defined as both the finance lender and the loan broker.

Now, some real estate agents do have mortgage loan originator endorsements through the Department of Real Estate and/or the Department of Business Oversight that allow them to also broker mortgage loans. However, a broker’s license under the California Financing Law only authorizes a broker to deal with loans to lenders licensed as finance lenders. The license does not provide the broker with the authority to broker loans to and collect brokerage commissions from other types of lenders such as credit unions and banks. This would probably also not include brokering their own loans. For a company to obtain a residential lending or brokering license, an NMLS application is required, a minimum \$25,000 surety bond, and maintenance of \$50,000 in net worth for brokers and \$250,000 for lenders. Thus, this type of “lending” would fall outside of the authority afforded to license endorsements by DRE and DBO for mortgage brokers.

3) Violation of Contractor Licensing Laws. (Bus. and Prof. Code § 7031.)

The final issue is perhaps the riskiest for real estate agents using this type of service. An infamously strict law, Business and Professions Code § 7031, could set up the real estate agent for a complete loss of all money paid to contractors for the work completed on a Seller’s home! This section of the Code is known as the Contractor Licensing Law and § 7031 in particular deals with the work of unlicensed contractors. You may be thinking to yourself, why would the real estate agent be liable for performing unlicensed contracting work? A line of cases has established that by hiring and supervising the work of contractors, a person may be actually performing the work of a contractor that requires a license. § 7026 defines a “contractor” as any person, who undertakes to or offers to undertake to or purports to have the capacity to undertake or submits a bid to, or does himself or by or through others, construct, alter, repair, add to, subtract from, improve any building or other structure, project, development or improvement, or to do any part thereof. The term “person,” as used in § 7025, includes any individual, firm, partnership, corporation, association or other organization, or any combination thereof who enters into a construction contract. (*See Vallejo Development Co. v. Beck Development Co. (1994) 24 Cal. App.4th 929, 934 [29 Cal.Rptr.2d 669].*) Our unsuspecting real estate agent could be performing work as a general contractor by hiring subcontractors to alter or repair a Seller’s home. The consequences of violating the Contractor Licensing Laws in California are severe and include complete disgorgement of all money paid and no standing to sue for recovery of unpaid work. The California Supreme Court has upheld the tough consequences and has said that the law was meant to be a harsh punishment for unlicensed contractors.

In conclusion, real estate agents offering these “Concierge Services” may be taking substantial risks and should seek advice from a licensed California real estate attorney when considering adding this to their business plan.

The information presented in this article is not to be taken as legal advice. Every person’s situation is different. If you are facing a legal issue of any kind, get competent legal advice in your State immediately so that you can determine your best options.



And the results are ALMOST in...

A big thank you for everyone that got out and voted in the June Primary. While Election Day is over, they are still counting votes – Why, because in local races especially, every vote counts. Even taking a closer look at the numbers some of our local races are decided in June, and will not be headed to the November General Election.

SAR's Local Candidate Recommendation Committee (LCRC) carefully reviews all the local candidates to make sure that SAR is supporting REALTOR® Champions. These candidates went through a rigorous internal process by providing answers to SAR's candidate questionnaire and a candidate interview. They were chosen because they showed the committee that they are committed to policy solutions and protecting private property rights.

It is important to note that as REALTORS®, we are all part of the REALTOR® Party. A powerful alliance of REALTORS® and REALTOR® Associations working to advance public policies and candidates that build strong communities, protect private property interests, and promote a vibrant business environment.

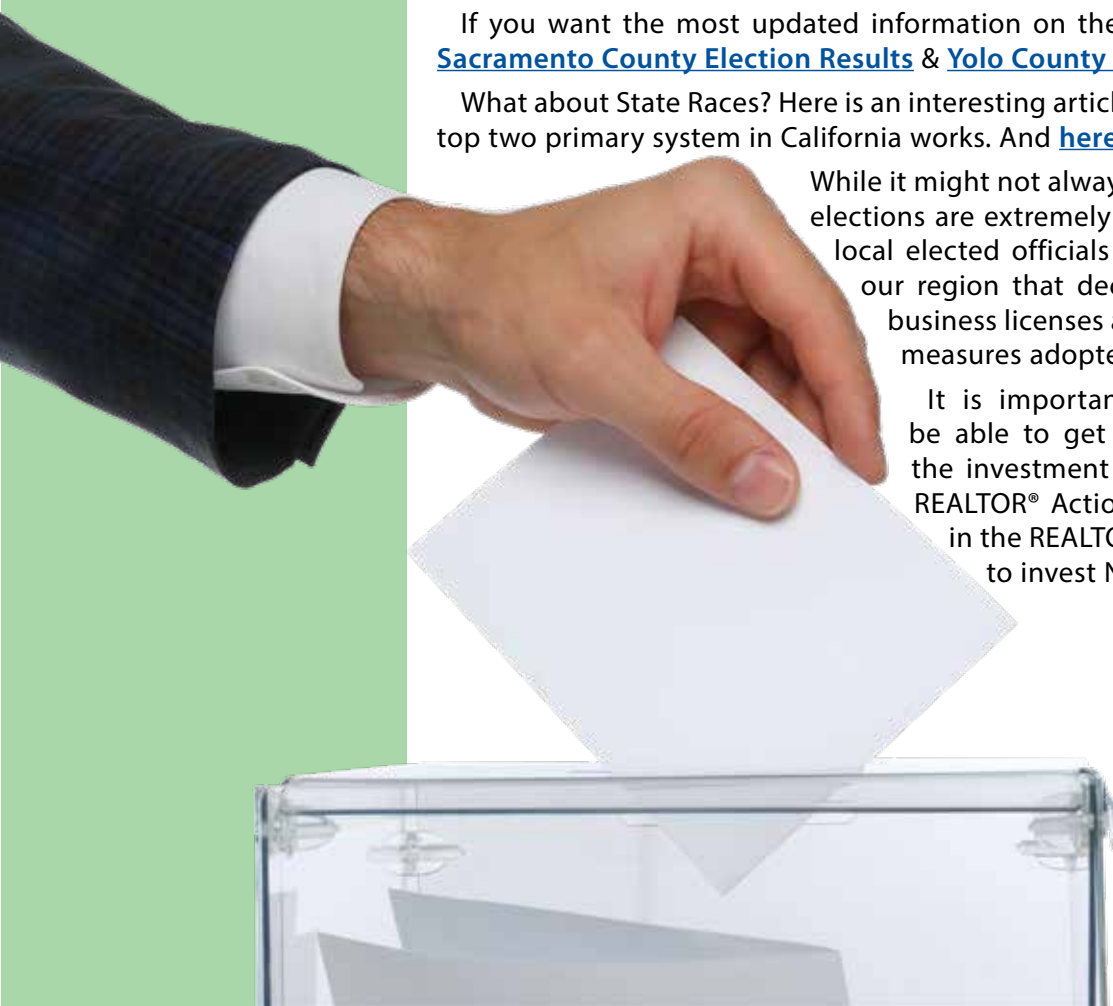
Again, while the votes are still being tallied...In Sacramento County so far Jim Cooper for Sherriff, Thien Ho for District Attorney, and Supervisor Kennedy, all SAR endorsed candidates, have comfortable leads. In the City of Sacramento, SAR endorsed District One candidate, Lisa Kaplan, we are watching to see if she holds on to the 50% plus one vote lead needed to avoid a November run-off. So far based on the results, it looks like in the Sacramento County the District Five race will be between SAR endorsed candidate Pat Hume and Jaclyn Moreno. And in the City of Sacramento, Districts Three and Five will go to run-offs as well. In District Three SAR endorsed candidate Michael Lynch will be against Karina Talamantes, and in District Five SAR endorsed candidate Tamiko Heim will go against Caity Maple.

If you want the most updated information on the local races here are some links, [Sacramento County Election Results](#) & [Yolo County Election Results](#).

What about State Races? Here is an interesting article by [CALMATTERS](#) about how the top two primary system in California works. And [here](#) is a link to state election results.

While it might not always be an obvious connection, local elections are extremely important to your business. Our local elected officials are the policy making bodies in our region that decide on how taxes are allocated, business licenses applied, and if stricter rent control measures adopted.

It is important to note that SAR would not be able to get involved in these races without the investment from REALTOR® members in the REALTOR® Action Fund. If you have not invested in the REALTOR® Action Fund, please [click here](#) to invest NOW!



SAR Awards over \$46,000 in Scholarship to Local Students

For those of you familiar with SAR Main Meeting schedule – you know that June means something special: the SAR Scholarship Awards Presentation. Every year, the SAR Scholarship Trust is proud to present these awards to so many local students. Competition is fierce, the average GPA among applicants is over 4.0 and many are enrolled in extracurricular activities. This year marked the first in-person awards presentation since 2019. It was truly exciting to see so many students, their families, and SAR Members in attendance to help celebrate these young adults' accomplishments. If you were in attendance, you will know all these students have a bright future ahead of them.

This year alone, the SAR Scholarship Trustees presented \$46,500 in scholarships to 43 students.

Since 2001, the SAR Scholarship Trust has awarded over \$782,000 to nearly 680 students.

That is certainly something to be proud of as an SAR Member.

A full write up of all the scholarship recipients will be featured in the July e-magazine, stay tuned!



SAR/AREAA Partnership Leads to Successful Rebuild Day

Over 40 volunteers converged on an established Rancho Cordova neighborhood to help rehabilitate a family's cherished home. In partnership with Rebuilding Together, SAR and AREAA combined forces to make a huge positive impact. The house received a full external makeover: new paint, landscaping, debris/plant removal, and even a new picket fence for the vegetable garden. The homeowner, Irene, and her husband and son worked side by side with the volunteers for the entire day. Hats off to our House Captain Danny Kwon, who oversaw the budget, entire work scope for the day, and day-of jobs for all the volunteers. We couldn't have done it without his leadership. You can read more about this event in the President's Message elsewhere in this issue ([see page 4](#)).

If you'd like to know more about SAR volunteer activities, please [sign up here](#) to receive direct notifications. We also promote these activities on SAR's social media and in our weekly member email the Weekly Docket.

Please enjoy these photos of the event – we hope to see you at the next volunteer opportunity.

[View full photo album here.](#) (Thank you to Samantha Tov!)





SAR STAFF MEMBER SPOTLIGHT



ERIN SMITH



1. How long have you been working with SAR? What is your job title and duties?

It will be 2 months on the 25th of this month. My job title is Director of Membership.

2. What did you do before you were hired on at SAR?

I worked as a supervisor for 511 SF Bay and was the point of contact between us, Caltrans and CHP

3. What are some of the things you like about working at SAR?

Meeting new members and being able to help them with their REALTOR® journey.
Meeting seasoned members and hearing their stories.

SAR staff are some of the most helpful and fun people I have ever had the pleasure of working with. It makes me really happy knowing everyone here works hard to provide exceptional service to our members.

4. How long have you lived in the Sacramento area? Where have you lived before?

3 years and counting. We moved here from Oakland when my previous job went remote and I fell in love. I've also lived in Arizona for 5 years while attending college.

5. What do you like/dislike about Sacramento?

The drivers, does anyone know how to merge here? I once saw a lady stop in the middle of traffic because she needed to get over. Never seen that before. Also, are blinkers not a thing? LOL

6. What are some of your hobbies or interests?

Reading, thrift shopping, visiting new restaurants with my family.

7. Have you watched any good movies or read any good books lately?

Oh yes, my husband and I just watched a good movie on Netflix with Adam Sandler and Queen Latifah called "Hustle." Loved it, complete opposite from a movie he would normally do. I am currently reading "Women Who Run with the Wolves" by Clarissa Pinkola Estes. I also, continuously read my favorite book "Their Eyes Were Watching God" by Zora Neale Hurston it is the BEST love story ever.

8. Do you have any favorite vacation spots?

NOLA aka New Orleans. My family is from there, so it is a second home. As well as Denver, Colorado.

9. What's your favorite restaurant(s) in the Sacramento area?

Oz Korean BBQ, we have been more times than I can count.

10. What would people be surprised to learn about you?

I do not like sports. LOL. I have Leukophobia and Erythrophobia but only with foods not places or things.

UPCOMING METROLIST® TRAINING →



IN-PERSON @ SAR TRAINING ROOM

July 11th Sessions:

10am-120am Why the Interactive Map should be Your New Favorite Search! | [CLICK HERE](#)

1pm-3pm Cloud CMA Workshop: How to Impress Your Clients with this FREE Tool! | [CLICK HERE](#)

WEBINARS

July 6th Webinars:

9am MetroList 101: What You Need to Know to Get Started | [CLICK HERE](#)

1pm Beyond Your Market Area: Realtor.com Professional Search | [CLICK HERE](#)

3pm Homespotter: Your easy on the go app! | [CLICK HERE](#)

July 8th Webinars

9am Realist 101: Introduction to the Realist Tax Program! | [CLICK HERE](#)

1pm Advanced Realist Training: Enhanced Searching, Market Analysis and More! | [CLICK HERE](#)

July 12th Webinars:

10am Why the Interactive Map Should be Your New Favorite Search! | [CLICK HERE](#)

2pm Homesnap Pro: Why Agents Use this Popular App! | [CLICK HERE](#)

4pm MetroList Mobile: Take Your MLS with You! | [CLICK HERE](#)

July 14th Webinars:

8am 10 Searches You Should be Using in Prospector+ | [CLICK HERE](#)

10am Auto Prospecting: Automated Emailing and Effective Client Interactions! | [CLICK HERE](#)

2pm How to Get the MOST Exposure For Your Listing | [CLICK HERE](#)

July 18th Webinars:

8am Kickstart Your MLS | [CLICK HERE](#)

10am Cloud CMA 101: How to Create an Awesome CMA! | [CLICK HERE](#)

1pm Beyond the CMA: 3 Reports in Cloud CMA That You Might Not Know About! | [CLICK HERE](#)

July 20th Webinars:

8am A Simpler Way to Schedule Showings with ShowingTime! | [CLICK HERE](#)

1pm How's the Market? Real Estate Trends in the MLS! | [CLICK HERE](#)

July 22nd Webinars:

9am Agent Pro Tips: Advanced Searching Strategies | [CLICK HERE](#)

1pm Auto Prospecting: Automated Emailing and Effective Client Interactions! | [CLICK HERE](#)

July 26th Webinars:

10am Homesnap Pro: Why Agents Use this Popular App! | [CLICK HERE](#)

2am Why the Interactive Map Should be Your New Favorite Search! | [CLICK HERE](#)

4pm How to Easily Create a Professional Looking CMA Report! | [CLICK HERE](#)

July 28th Webinars:

9am How to Get the MOST Exposure For Your Listing | [CLICK HERE](#)

11am MetroList 101: What You Need to Know to Get Started | [CLICK HERE](#)

2pm How's the Market? Real Estate Trends in the MLS! | [CLICK HERE](#)

Need to file an ethics complaint? Breaking down the complaint process

You may find yourself in a situation where you feel a REALTOR® may have acted in violation of the NAR Code of Ethics. Since the Association cannot file complaints on our own behalf, we encourage Members who experience unethical behavior to file complaints to bring attention to these behaviors. You cannot expect unethical behavior to stop if no one files a complaint. There is no charge to file an ethics complaint.

1. We recommend that you speak with your Broker, Office Manager, or Team Lead regarding your situation. They may assist with a resolution that will not involve having to file a formal complaint.
2. C.A.R. offers members a free ethics Infoline to assist with non-legal ethics questions. You can contact the Peer-to-Peer Ethics Hotline to speak with volunteers trained in the Code of Ethics. They can answer questions regarding whether your own anticipated actions might violate the Code or whether the actions of another REALTOR® might have violated the Code. Call (213) 739-9160 or [click here](#) for more information.

The C.A.R. Ombudsmen Hotline is another free service offered to members. Ombudsmen are volunteer REALTORS® that can answer non-legal questions and resolve non-legal disputes. You may also request Ombudsman assistance by calling (213) 739-7227 or [click here](#) for more information. If the action is covered by paragraph 4 below you can also request local Ombudsman services through SAR.

3. [Verify the agent/broker is a REALTOR® and what Association they belong to.](#) You can only file an Ethics Complaint against a REALTOR®. You can only file an ethics complaint at the Association where the member belongs. Due to a REGIONAL Agreement SAR accepts complaints against members of SAR, El Dorado County, and Yolo County Associations of REALTORS®.
4. If the person is a member of SAR, EDCAR, or Yolo, you can [download the complaint form and information](#) from the SAR website. If they belong to another Association you will need to obtain forms from that Association.
5. Complaints must be filed within 180 calendar days of the time you knew – or reasonably should have known – that potentially unethical conduct took place.
6. Review [NAR's Before you File an Ethics Complaint](#) for more information on the complaint and hearing process.
7. SAR offers free [Ethics Mediation](#) for our members. This gives you an opportunity to resolve your dispute with a neutral Mediator rather than filing a formal complaint.
8. SAR accepts anonymous complaints. See an advertisement that is unethical? You can send the advertisement via email or mail as an anonymous complaint. [Contact Lyndsey](#) with questions on filing an anonymous complaint.

Code of Ethics



JULY CALENDAR OF EVENTS

PLEASE NOTE:

SAR Calendar Subject to Change. Some classes/meetings/events held are LIVE and IN-PERSON.

(V) – Virtual | (EC) – Event Center | (B) – Boardroom | (T) – Training Room | (B1) – Breakout Room 1 | (B2) – Breakout Room 2

Monday	Tuesday	Wednesday	Thursday	Friday
				1 SAR Toastmasters (T) 7:30 – 9:00am SAR Office Closed All Day
4 SAR Closed Independence Day	5 No Main Meeting Canceled for July CanTree Committee Canceled for July Community Outreach Committee Canceled for July WCR Board Meeting (B) 12noon – 1:30pm	6 No Events Scheduled	7 RE Finance & Affiliate Forum (EC) 9:00 – 10:30am <u>You Are Being Audited, Are You Ready? (T)</u> 11:00am – 2:15pm	8 SAR Toastmasters (T) 7:30 – 9:00am
11 Education Committee (B) 10:00 – 11:30am MetroList In-Person Training: MetroList Mobile: Take Your MLS With You! (T) 10:00 – 11:30am Leadership Academy (B) 1:00 – 2:30pm MetroList In-Person Training: MetroList Mobile: How to Find the Perfect Property for Your Client (T) 1:00 – 3:30pm	12 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am Charity Research Committee (B1) 10:30 – 11:30am YPN Advisory Committee (V) 11:00am – 12:30pm	13 <u>Let's Make Some Serious Money (T)</u> 11:00am – 2:15pm Regional Coordinators – Quarterly Meeting (B) 1:30 – 2:30pm	14 Masters Club Steering Committee Canceled for July <u>Lunch and Learn: Selling Country Land and Property Issues (EC)</u> 12noon – 1:30pm Internship Committee (V) 12noon – 1:30pm	15 SAR Toastmasters (T) 7:30 – 9:00am
18 National Notary Association (EC) 8:00am – 5:00pm	19 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am Marketing/Communications Committee Canceled for July NARPM Luncheon (EC) 11:00am – 1:30pm Scholarship Fundraising Committee (V) 1:00 – 2:00pm	20 SAR New Member Orientation (V) 6:00 – 9:30pm	21 <u>Cryptocurrency, Blockchain and Real Estate (V)</u> 10:00 – 11:00am	22 SAR Toastmasters (T) 7:30 – 9:00am
25 No Events Scheduled	26 LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am Cultural Diversity/Fair Housing Committee (B) 10:30am – 12noon SAR Charitable Foundation BOD (B) 12:30 – 2:30pm	27 <u>Lead Generation with Geographic Farming (V)</u> 10:00 – 11:00am SAR Offices Closed 1:00 – 2:00pm	28 SAR BOD 9:00 – 11:00am	29 SAR Toastmasters (T) 7:30 – 9:00am

SAR EDUCATIONAL OFFERINGS

SAR is offering training in various formats – in-person, online and hybrid. Please note the format when you register for your desired class. Feel free to contact [Marcus](#) with any questions and check the [calendar](#) or our [education portal](#) for details.

JULY

CLASS

7 11am – 2:15pm [PROPERTY MANAGEMENT BASICS: YOU ARE BEING AUDITED, ARE YOU READY – IN PERSON](#)

13 11am – 2:15pm [PROPERTY MANAGEMENT BASICS: LET'S MAKE SOME SERIOUS MONEY – IN PERSON](#)

14 12pm – 1:30pm [LUNCH AND LEARN: SELLING COUNTRY PROPERTY AND LAND ISSUES – IN PERSON](#)

21 10am – 11am [CRYPTOCURRENCY, BLOCKCHAIN AND REAL ESTATE - ZOOM](#)

27 10am – 11am [LEAD GENERATION WITH GEOGRAPHIC FARMING - IN PERSON](#)

CLASS

AUGUST

3 11am – 12pm [PROBATE REAL ESTATE SALES - ZOOM](#)

11 9am – 2:55pm [REALTOR BOOT CAMP – IN PERSON](#)

17 10am – 11am [REV'UP YOUR LISTING IN REVERSE – ZOOM](#)

25 9am – 11:30am [PROTECT YOUR BUSINESS WITH THE BUYER BROKER SYSTEM – IN PERSON](#)

Please View [SAR's online portal](#) for latest updates/webinars.

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ON DEMAND WEBINARS

THESE WEBINARS WERE RECORDED AND CAN BE VIEWED AT YOUR LEISURE. PLEASE FEEL FREE TO BROWSE THE WHOLE COLLECTION. YOU CAN [VIEW THE ENTIRE CATALOGUE HERE](#).

LISTING AGREEMENTS WITH DAVE TANNER

INSTRUCTOR DAVE TANNER REVIEWS THE ELEMENTS REQUIRED TO MAKE A LISTING AGREEMENT VALID, HOW TO SELECT THE RIGHT AGREEMENT FOR A SPECIFIC SITUATION, AND OTHER FORMS TO BE USED WITH LISTING CONTRACTS.

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MID-YEAR 2022 MARKET UPDATE WITH RYAN LUNDQUIST

RYAN TAKES A DEEP DIVE INTO THE MARKET TO HELP YOU UNDERSTAND HOW THE MARKET IS MOVING, PICK UP TIPS FOR TALKING ABOUT THE MARKET WITH CLIENTS, AND CONSIDER WHAT THE MARKET MIGHT LOOK LIKE IN THE COMING MONTHS.

[REGISTER/MORE INFO HERE](#)

EVERYTHING VA LOANS

YES, VA LOANS ARE NO MONEY DOWN, BUT THERE ARE MANY OTHER ASPECTS OF THE VA LOAN YOU NEED TO UNDERSTAND BEFORE YOU KNOW IT IS THE RIGHT FIT FOR YOUR CLIENT. ALSO, LEARN HOW TO DETERMINE HOW MUCH HOUSE A PROSPECT CAN QUALIFY FOR.

[REGISTER/MORE INFO HERE](#)

SHOW ME THE MONEY: INVESTMENT PROPERTY ANALYSIS

INSTRUCTOR BARRY MATHIS (CERTIFIED INVESTMENT EXPERT CDPE, CIPE, AARE, NCREA) EXPLAINS HOW TO DETERMINE IF A PROPERTY IS APPROPRIATE FOR INVESTMENT PURPOSES, FOR YOU OR YOUR CLIENTS. LEARN HOW TO OPERATE AS AN INVESTOR IN THIS MARKET.

[REGISTER/MORE INFO HERE](#)

ESSENTIAL DISCLOSURES

POPULAR PRESENTER THERESA GORHAM WITH JCP-LGS DISCLOSURES WILL INSTRUCT YOU ON HOW TO ENSURE YOUR CLIENT RECEIVES ALL THE APPROPRIATE DISCLOSURE DOCUMENTS. LEARN TO IDENTIFY PACE TAX LIENS, MELLO-ROOS, 1915 BONDS, AND MANY OTHERS. ALSO, DISCOVER HOW TO NAVIGATE THE NHD.

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May 2022

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WELCOME

SACRAMENTO HOUSING STATISTICS

Inventory, price increase for May, sales volume declines

MAY

May closed with 1,345 sales, a 8.1% decrease from April (1,464). Compared to one year ago (1,540), the current figure is down 12.7%. Of the 1,345 sales this month, 164 (12.2%) used cash financing, 955 (71%) used conventional, 142 (10.6%) used FHA, 59 (4.4%) used VA and 25 (1.9%) used Other† types of financing.

The median sales price increased 1.7% from \$565,500 to \$575,000. This figure is up 15.3% from May 2021 (\$498,500). The median sales price shows that exactly half of the monthly sales are above this price and exactly half of the sales are below this price.

The Active Listing Inventory increased 37.1% from April to May, from 1,342 units to 1,840 units. Compared with May 2021 (1,267), inventory is up 45.2%. The Months of Inventory increased from .9 Months to 1.4 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart to the left reflects the Months of Inventory in each price range.

The Median DOM (days on market) remained at 7 and the Average DOM increased from 12 to 13. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 1,345 sales this month, 91.6% (1,232) were on the market for 30 days or less and 97.8% (1,315) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold remained at \$370. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

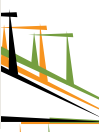
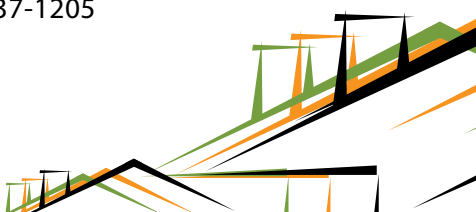
Let's Talk About Inventory			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$349,999	62	32	1.9
\$350,000 - \$399,999	100	72	1.4
\$400,000 - \$449,999	156	118	1.3
\$450,000 - \$499,999	231	161	1.4
\$500,000 - \$549,999	188	196	1.0
\$550,000 - \$599,999	226	159	1.4
\$600,000 - \$649,999	158	145	1.1
\$650,000 - \$699,999	167	108	1.5
\$700,000 - \$749,999	112	76	1.5
\$750,000 - \$799,999	86	71	1.2
\$800,000 - \$849,999	69	44	1.6
\$850,000 - \$899,999	59	41	1.4
\$900,000 - \$949,999	28	21	1.3
\$950,000 - \$999,999	36	19	1.9
\$1,000,000 and over	162	82	2.0
Total:	1,840	1,345	Total: 1.4

Market Snapshot - May 2022					
	May-22	Apr-22	Change	May-21	Change (from '21)
Sales	1,345	1,464	-8.1%	1,540	-12.7%
Median Sales Price	\$575,000	\$565,500	1.7%	\$498,500	15.3%
Active Inventory	1,840	1,342	37.1%	1,267	45.2%
Median DOM	7	7	0.0%	6	16.7%
Avg. Price/SqFt	\$370	\$370	0.0%	\$324	14.2%

Tony Vicari, Director of Communications
tvicari@sacrealtor.org
 916-437-1205

The Sacramento Association of REALTORS® is a professional association representing over 6,500 real estate professionals and commercial affiliates doing business in the greater Sacramento metropolitan area. All SAR statistics reports compiled by Tony Vicari, SAR Director of Communications. Statistics are derived from the MetroList® MLS database for Sacramento County and the City of West Sacramento.

†Other financing includes 1031 exchange, CalVet, Farm Home Loan, Owner Financing, Contract of Sale or any combination of one or more.



MLS STATISTICS

MAY 2022

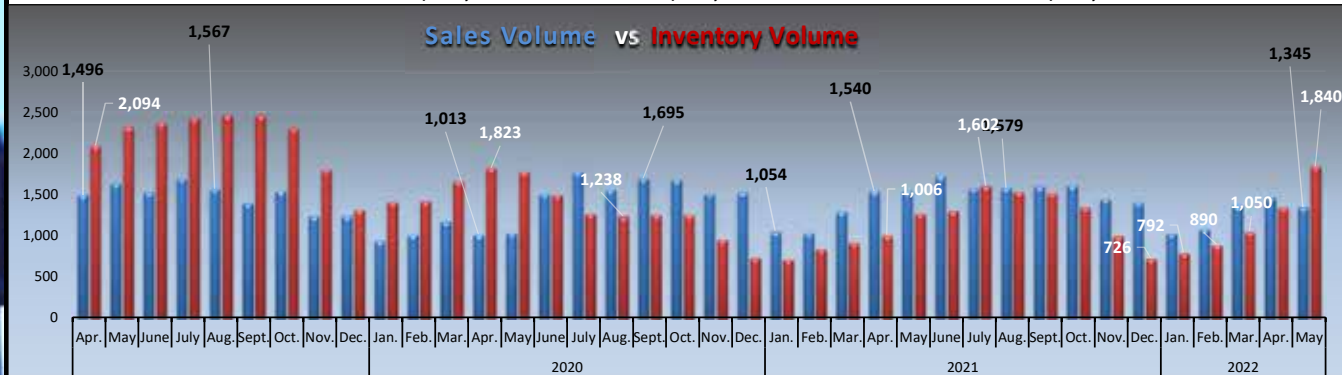
MLS STATISTICS for May 2022

Data for Sacramento County and the City of West Sacramento



SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,978		1,841	7.4%		1,912		3.5%
Active Listing Inventory †	1,840		1,342	37.1%		1,267		45.2%
Pending Sales This Month*	1,441		1,468	-1.8%		1,983		-27.3%
Number of REO Sales	2	0.1%	4	-50%	0.3%	7	0.5%	-71.4%
Number of Short Sales	0	0.0%	0	N/A	0.0%	1	0.1%	-100.0%
Equity Sales	1,343	99.9%	1,460	-8.0%	99.7%	1,532	99.5%	-12.3%
Other (non-REO/-Short Sale/-Equ)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	1,345	100%	1,464	-8.1%	100%	1,540	100.0%	-12.7%
Months Inventory	1.4 Months		0.9 Months	55.6%		0.8 Months		75.0%
Dollar Value of Closed Escrows	\$851,075,705		\$905,038,292	-6.0%		\$866,527,014		-1.8%
Median	\$575,000		\$565,500	1.7%		\$498,500		15.3%
Mean	\$632,770		\$618,196	2.4%		\$562,680		12.5%
Year-to-Date Statistics	1/01/22 to 5/31/22		1/01/22 to 5/31/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			5/31/2021		Change
Number of Closed Escrows	6,287		6,407			6,460		-2.7%
Dollar Value of Closed Escrows	\$3,816,832,901		\$3,882,863,538			\$3,414,700,883		11.8%
Median	\$551,000		\$551,000			\$475,000		16.0%
Mean	\$607,099		\$606,035			\$528,591		14.9%



SACRAMENTO ASSOCIATION OF REALTORS®

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*must be current SAR Member in good standing

† includes: Active, Contingent - Show, Contingent - No Show listings

* The method for retrieving Pending Sales from MetroList® was updated for April 2019. Pending sales are now counted at a single point in time at the beginning of the month rather than by entering the date range of the month in question. This new method will now include any listings that have the status of "pending" in MetroList®.

Based on Multiple Listing Service data from MetroList® | 2022 SAR

Data for Sacramento County and the City of West Sacramento

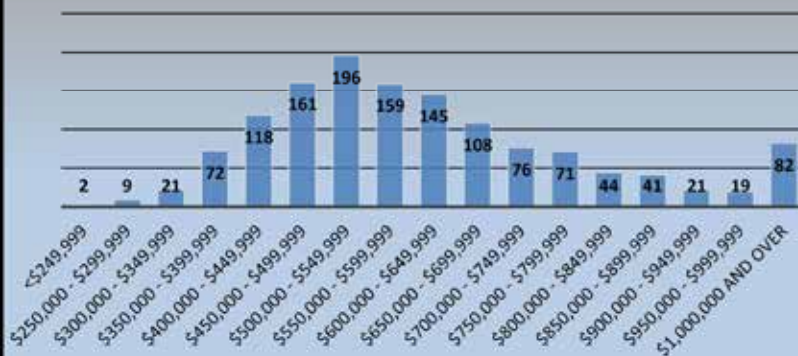
MLS STATISTICS for May 2022

Data for Sacramento County and the City of West Sacramento

BREAKDOWN OF SALES BY PRICE

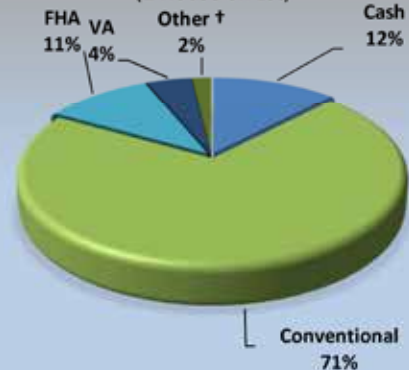
1 House on Lot

Total: 1,345

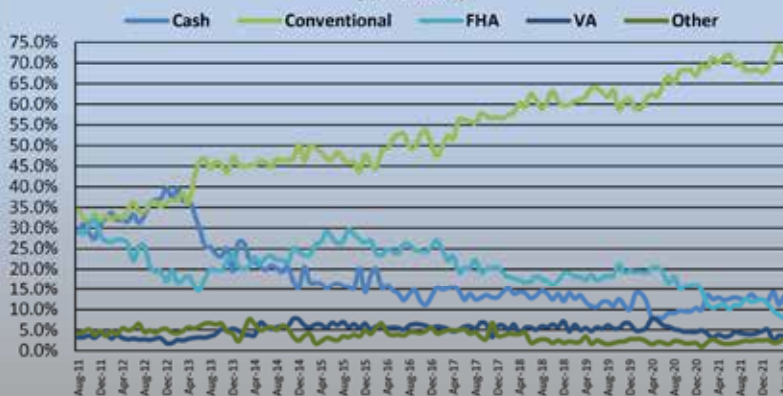


Type of Financing/Days on Market

TYPE OF FINANCING (1 House on Lot)



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(Single Family Only) Days on Market	# of Units	% of Total		
(Single Family Home only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	164	12.2%	194	13.3%	0 - 30	1,232	91.6%	89.6%	87.8%
Conventional	955	71.0%	1,057	72.2%	31 - 60	83	6.2%	6.8%	8.3%
FHA	142	10.6%	119	8.1%	61 - 90	19	1.4%	1.9%	2.4%
VA	59	4.4%	53	3.6%	91 - 120	5	0.4%	0.9%	0.8%
Other †	25	1.9%	41	2.8%	121 - 180	3	0.2%	0.6%	0.5%
Total	1,345	100.0%	1,464	100.0%	181+	3	0.2%	0.3%	0.2%
					Total	1,345	100.0%	100.0%	100.0%

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

Median DOM:	Current	Last Month
Average DOM:	7	7
Average Price/Square Foot:	13	12
	\$370.4	\$370.1

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit <https://www.sacrealtor.org/consumers/housing-statistics>.

Based on Multiple Listing Service data from MetroList® | 2022 SAR

SACRAMENTO ASSOCIATION OF REALTORS®

SINGLE FAMILY HOME SALES BY ZIP CODE

MAY 2022

Zip Code		Current Month	Sales Breakdown (by type)	Last Month	Last Year	Year-to-Date
95608 Carmichael	Total Sales	47	REO Sales 0	59	78	247
	Median Sales Price	\$625,000	\$0	\$600,000	\$530,000	\$575,000
	Average Price/Square Foot	\$361	Short Sales 0	\$351	\$335	N/A
	Average Sq Ft of Property	1,917	\$0	1,865	1,928	N/A
	Total Listing Inventory *	81	Conventional 47	55	78	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$625,000	\$639,000	\$599,000	N/A
95610 Citrus Heights	Total Sales	44	REO Sales 0	49	55	210
	Median Sales Price	\$527,500	\$0	\$560,000	\$472,000	\$548,750
	Average Price/Square Foot	\$346	Short Sales 0	\$362	\$318	N/A
	Average Sq Ft of Property	1,635	\$0	1,597	1,559	N/A
	Total Listing Inventory *	46	Conventional 44	48	29	N/A
	Total Listing Median Price ∞	\$589,000	Sales \$527,500	\$579,450	\$494,000	N/A
95621 Citrus Heights	Total Sales	45	REO Sales 1	46	55	208
	Median Sales Price	\$519,000	\$421,050	\$486,000	\$435,000	\$488,000
	Average Price/Square Foot	\$359	Short Sales 0	\$367	\$309	N/A
	Average Sq Ft of Property	1,476	\$0	1,359	1,451	N/A
	Total Listing Inventory *	27	Conventional 45	35	26	N/A
	Total Listing Median Price ∞	\$489,800	Sales \$519,000	\$499,000	\$444,900	N/A
95624 Elk Grove	Total Sales	62	REO Sales 0	54	49	250
	Median Sales Price	\$708,000	\$0	\$677,750	\$635,000	\$680,000
	Average Price/Square Foot	\$344	Short Sales 0	\$364	\$310	N/A
	Average Sq Ft of Property	2,247	\$0	2,047	2,316	N/A
	Total Listing Inventory *	71	Conventional 62	54	45	N/A
	Total Listing Median Price ∞	\$699,500	Sales \$708,000	\$700,000	\$637,750	N/A
95626 Elverta	Total Sales	8	REO Sales 0	8	8	26
	Median Sales Price	\$680,000	\$0	\$545,000	\$387,225	\$506,450
	Average Price/Square Foot	\$398	Short Sales 0	\$433	\$370	\$527,000
	Average Sq Ft of Property	1,966	\$0	1,469	1,104	N/A
	Total Listing Inventory *	7	Conventional 8	5	9	N/A
	Total Listing Median Price ∞	\$650,000	Sales \$680,000	\$750,000	\$703,944	N/A
95628 Fair Oaks	Total Sales	42	REO Sales 0	48	66	208
	Median Sales Price	\$617,500	\$0	\$635,500	\$606,000	\$627,450
	Average Price/Square Foot	\$378	Short Sales 0	\$365	\$320	N/A
	Average Sq Ft of Property	1,903	\$0	1,981	2,183	N/A
	Total Listing Inventory *	61	Conventional 42	54	54	N/A
	Total Listing Median Price ∞	\$735,000	Sales \$617,500	\$698,950	\$677,500	N/A
95630 Folsom	Total Sales	89	REO Sales 0	92	83	376
	Median Sales Price	\$859,000	\$0	\$820,500	\$720,000	\$820,500
	Average Price/Square Foot	\$403	Short Sales 0	\$399	\$347	N/A
	Average Sq Ft of Property	2,460	\$0	2,283	2,379	N/A
	Total Listing Inventory *	158	Conventional 89	86	63	N/A
	Total Listing Median Price ∞	\$821,098	Sales \$859,000	\$799,000	\$770,000	N/A
95632 Galt	Total Sales	34	REO Sales 0	32	26	151
	Median Sales Price	\$635,539	\$0	\$568,450	\$468,750	\$535,000
	Average Price/Square Foot	\$320	Short Sales 0	\$338	\$282	N/A
	Average Sq Ft of Property	1,995	\$0	1,750	1,768	N/A
	Total Listing Inventory *	64	Conventional 34	38	20	N/A
	Total Listing Median Price ∞	\$595,950	Sales \$635,539	\$599,999	\$525,000	N/A
95638 Herald	Total Sales	0	REO Sales 0	1	0	4
	Median Sales Price	\$0	\$0	\$770,000	\$0	\$802,500
	Average Price/Square Foot	\$0	Short Sales 0	\$448	\$0	N/A
	Average Sq Ft of Property	0	\$0	1,717	0	N/A
	Total Listing Inventory *	3	Conventional 0	1	1	N/A
	Total Listing Median Price ∞	\$888,000	Sales \$0	\$999,000	\$587,500	N/A
95641 Isleton	Total Sales	0	REO Sales 0	2	2	5
	Median Sales Price	\$0	\$0	\$442,500	\$335,000	\$505,500
	Average Price/Square Foot	\$0	Short Sales 0	\$294	\$239	N/A
	Average Sq Ft of Property	0	\$0	1,603	1,399	N/A
	Total Listing Inventory *	5	Conventional 0	2	3	N/A
	Total Listing Median Price ∞	\$350,000	Sales \$0	\$1,444,950	\$499,450	N/A
95655 Mather	Total Sales	4	REO Sales 0	6	38	18
	Median Sales Price	\$603,447	\$0	\$557,500	\$350,750	\$555,947
	Average Price/Square Foot	\$332	Short Sales 0	\$344	\$300	N/A
	Average Sq Ft of Property	1,991	\$0	1,736	1,617	N/A
	Total Listing Inventory *	5	Conventional 4	8	2	N/A
	Total Listing Median Price ∞	\$799,000	Sales \$603,447	\$672,000	\$559,450	N/A
95660 North Highlands	Total Sales	23	REO Sales 0	40	38	158
	Median Sales Price	\$425,000	\$0	\$420,500	\$350,750	\$410,000
	Average Price/Square Foot	\$371	Short Sales 0	\$350	\$313	N/A
	Average Sq Ft of Property	1,223	\$0	1,201	1,234	N/A
	Total Listing Inventory *	45	Conventional 23	38	26	N/A
	Total Listing Median Price ∞	\$399,450	Sales \$425,000	\$399,000	\$359,000	N/A
95662 Orangevale	Total Sales	40	REO Sales 0	49	43	181
	Median Sales Price	\$590,000	\$0	\$580,000	\$525,000	\$570,000
	Average Price/Square Foot	\$376	Short Sales 0	\$391	\$341	N/A
	Average Sq Ft of Property	1,838	\$0	1,768	1,754	N/A
	Total Listing Inventory *	33	Conventional 40	42	37	N/A
	Total Listing Median Price ∞	\$619,450	Sales \$590,000	\$586,500	\$660,000	N/A

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	47	REO Sales 0	59	78	247
	Median Sales Price	\$625,000	\$0	\$600,000	\$530,000	\$575,000
	Average Price/Square Foot	\$361	Short Sales 0	\$351	\$335	N/A
	Average Sq Ft of Property	1,917	\$0	1,865	1,928	N/A
	Total Listing Inventory *	81	Conventional 47	55	78	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$625,000	\$639,000	\$599,000	N/A
95610 Citrus Heights	Total Sales	44	REO Sales 0	49	55	210
	Median Sales Price	\$527,500	\$0	\$560,000	\$472,000	\$548,750
	Average Price/Square Foot	\$346	Short Sales 0	\$362	\$318	N/A
	Average Sq Ft of Property	1,635	\$0	1,597	1,559	N/A
	Total Listing Inventory *	46	Conventional 44	48	29	N/A
	Total Listing Median Price ∞	\$589,000	Sales \$527,500	\$579,450	\$494,000	N/A
95621 Citrus Heights	Total Sales	45	REO Sales 1	46	55	208
	Median Sales Price	\$519,000	\$421,050	\$486,000	\$435,000	\$488,000
	Average Price/Square Foot	\$359	Short Sales 0	\$367	\$309	N/A
	Average Sq Ft of Property	1,476	\$0	1,359	1,451	N/A
	Total Listing Inventory *	27	Conventional 45	35	26	N/A
	Total Listing Median Price ∞	\$489,800	Sales \$519,000	\$499,000	\$444,900	N/A
95624 Elk Grove	Total Sales	62	REO Sales 0	54	49	250
	Median Sales Price	\$708,000	\$0	\$677,750	\$635,000	\$680,000
	Average Price/Square Foot	\$344	Short Sales 0	\$364	\$310	N/A
	Average Sq Ft of Property	2,247	\$0	2,047	2,316	N/A
	Total Listing Inventory *	71	Conventional 62	54	45	N/A
	Total Listing Median Price ∞	\$699,500	Sales \$708,000	\$700,000	\$637,750	N/A
95626 Elverta	Total Sales	8	REO Sales 0	8	8	26
	Median Sales Price	\$680,000	\$0	\$545,000	\$387,225	\$506,450
	Average Price/Square Foot	\$398	Short Sales 0	\$433	\$370	\$527,000
	Average Sq Ft of Property	1,966	\$0	1,469	1,104	N/A
	Total Listing Inventory *	7	Conventional 8	5	9	N/A
	Total Listing Median Price ∞	\$650,000	Sales \$680,000	\$750,000	\$703,944	N/A
95628 Fair Oaks	Total Sales	42	REO Sales 0	48	66	208
	Median Sales Price	\$617,500	\$0	\$635,500	\$606,000	\$627,450
	Average Price/Square Foot	\$378	Short Sales 0	\$365	\$320	N/A
	Average Sq Ft of Property	1,903	\$0	1,981	2,183	N/A
	Total Listing Inventory *	61	Conventional 42	54	54	N/A
	Total Listing Median Price ∞	\$735,000	Sales \$617,500	\$698,950	\$677,500	N/A
95630 Folsom	Total Sales	89	REO Sales 0	92	83	376
	Median Sales Price	\$859,000	\$0	\$820,500	\$720,000	\$820,500
	Average Price/Square Foot	\$403	Short Sales 0	\$399	\$347	N/A
	Average Sq Ft of Property	2,460	\$0	2,283	2,379	N/A
	Total Listing Inventory *	158	Conventional 89	86	63	N/A
	Total Listing Median Price ∞	\$821,098	Sales \$859,000	\$799,000	\$770,000	N/A
95632 Galt	Total Sales	34	REO Sales 0	32	26	151
	Median Sales Price	\$635,539	\$0	\$568,450	\$468,750	\$535,000
	Average Price/Square Foot	\$320	Short Sales 0	\$338	\$282	N/A
	Average Sq Ft of Property	1,995	\$0	1,750	1,768	N/A
	Total Listing Inventory *	64	Conventional 34	38	20	N/A
	Total Listing Median Price ∞	\$595,950	Sales \$635,539	\$599,999	\$525,000	N/A
95638 Herald	Total Sales	0	REO Sales 0	1	0	4
	Median Sales Price	\$0	\$0	\$770,000	\$0	\$802,500
	Average Price/Square Foot	\$0	Short Sales 0	\$448	\$0	N/A
	Average Sq Ft of Property	0	\$0	1,717	0	N/A
	Total Listing Inventory *	3	Conventional 0	1	1	N/A
	Total Listing Median Price ∞	\$888,000	Sales \$0	\$999,000	\$587,500	N/A
95641 Isleton	Total Sales	0	REO Sales 0	2	2	5
	Median Sales Price	\$0	\$0	\$442,500	\$335,000	\$505,500
	Average Price/Square Foot	\$0	Short Sales 0	\$294	\$239	N/A
	Average Sq Ft of Property	0	\$0	1,603	1,399	N/A
	Total Listing Inventory *	5	Conventional 0	2	3	N/A
	Total Listing Median Price ∞	\$350,000	Sales \$0	\$1,444,950	\$499,450	N/A
95655 Mather	Total Sales	4	REO Sales 0	6	38	18
	Median Sales Price	\$603,447	\$0	\$557,500	\$350,750	\$555,947
	Average Price/Square Foot	\$332	Short Sales 0	\$344	\$300	N/A
	Average Sq Ft of Property	1,991	\$0	1,736	1,617	N/A
	Total Listing Inventory *	5	Conventional 4	8	2	N/A
	Total Listing Median Price ∞	\$799,000	Sales \$603,447	\$672,000	\$559,450	N/A
95660 North Highlands	Total Sales	23	REO Sales 0	40	38	158
	Median Sales Price	\$425,000	\$0	\$420,500	\$350,750	\$410,000
	Average Price/Square Foot	\$371	Short Sales 0	\$350	\$313	N/A
	Average Sq Ft of Property	1,223	\$0	1,201	1,234	N/A
	Total Listing Inventory *	45	Conventional 23	38	26	N/A
	Total Listing Median Price ∞	\$399,450	Sales \$425,000	\$399,000	\$359,000	N/A
95662 Orangevale	Total Sales	40	REO Sales 0	49	43	181
	Median Sales Price	\$590,000	\$0	\$580,000	\$525,000	\$570,000
	Average Price/Square Foot	\$376	Short Sales 0	\$391	\$341	N/A
	Average Sq Ft of Property	1,838	\$0	1,768	1,754	N/A
	Total Listing Inventory *	33	Conventional 40	42	37	N/A
	Total Listing Median Price ∞	\$619,450	Sales \$590,000	\$586,500	\$660,000	N/A

SINGLE FAMILY HOME SALES BY ZIP CODE

MAY 2022

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	47	REO Sales 0	59	78	247
	Median Sales Price	\$625,000	\$0	\$600,000	\$530,000	\$575,000
	Average Price/Square Foot	\$361	Short Sales 0	\$351	\$335	N/A
	Average Sq Ft of Property	1,917	\$0	1,865	1,928	N/A
	Total Listing Inventory *	81	Conventional 47	55	78	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$625,000	\$639,000	\$599,000	N/A
95610 Citrus Heights	Total Sales	44	REO Sales 0	49	55	210
	Median Sales Price	\$527,500	\$0	\$560,000	\$472,000	\$548,750
	Average Price/Square Foot	\$346	Short Sales 0	\$362	\$318	N/A
	Average Sq Ft of Property	1,635	\$0	1,597	1,559	N/A
	Total Listing Inventory *	46	Conventional 44	48	29	N/A
	Total Listing Median Price ∞	\$589,000	Sales \$527,500	\$579,450	\$494,000	N/A
95621 Citrus Heights	Total Sales	45	REO Sales 1	46	55	208
	Median Sales Price	\$519,000	\$421,050	\$486,000	\$435,000	\$488,000
	Average Price/Square Foot	\$359	Short Sales 0	\$367	\$309	N/A
	Average Sq Ft of Property	1,476	\$0	1,359	1,451	N/A
	Total Listing Inventory *	27	Conventional 45	35	26	N/A
	Total Listing Median Price ∞	\$489,800	Sales \$519,000	\$499,000	\$444,900	N/A
95624 Elk Grove	Total Sales	62	REO Sales 0	54	49	250
	Median Sales Price	\$708,000	\$0	\$677,750	\$635,000	\$680,000
	Average Price/Square Foot	\$344	Short Sales 0	\$364	\$310	N/A
	Average Sq Ft of Property	2,247	\$0	2,047	2,316	N/A
	Total Listing Inventory *	71	Conventional 62	54	45	N/A
	Total Listing Median Price ∞	\$699,500	Sales \$708,000	\$700,000	\$637,750	N/A
95626 Elverta	Total Sales	8	REO Sales 0	8	8	26
	Median Sales Price	\$680,000	\$0	\$545,000	\$387,225	\$506,450
	Average Price/Square Foot	\$398	Short Sales 0	\$433	\$370	\$527,000
	Average Sq Ft of Property	1,966	\$0	1,469	1,104	N/A
	Total Listing Inventory *	7	Conventional 8	5	9	N/A
	Total Listing Median Price ∞	\$650,000	Sales \$680,000	\$750,000	\$703,944	N/A
95628 Fair Oaks	Total Sales	42	REO Sales 0	48	66	208
	Median Sales Price	\$617,500	\$0	\$635,500	\$606,000	\$627,450
	Average Price/Square Foot	\$378	Short Sales 0	\$365	\$320	N/A
	Average Sq Ft of Property	1,903	\$0	1,981	2,183	N/A
	Total Listing Inventory *	61	Conventional 42	54	54	N/A
	Total Listing Median Price ∞	\$735,000	Sales \$617,500	\$698,950	\$677,500	N/A
95630 Folsom	Total Sales	89	REO Sales 0	92	83	376
	Median Sales Price	\$859,000	\$0	\$820,500	\$720,000	\$820,500
	Average Price/Square Foot	\$403	Short Sales 0	\$399	\$347	N/A
	Average Sq Ft of Property	2,460	\$0	2,283	2,379	N/A
	Total Listing Inventory *	158	Conventional 89	86	63	N/A
	Total Listing Median Price ∞	\$821,098	Sales \$859,000	\$799,000	\$770,000	N/A
95632 Galt	Total Sales	34	REO Sales 0	32	26	151
	Median Sales Price	\$635,539	\$0	\$568,450	\$468,750	\$535,000
	Average Price/Square Foot	\$320	Short Sales 0	\$338	\$282	N/A
	Average Sq Ft of Property	1,995	\$0	1,750	1,768	N/A
	Total Listing Inventory *	64	Conventional 34	38	20	N/A
	Total Listing Median Price ∞	\$595,950	Sales \$635,539	\$599,999	\$525,000	N/A
95638 Herald	Total Sales	0	REO Sales 0	1	0	4
	Median Sales Price	\$0	\$0	\$770,000	\$0	\$802,500
	Average Price/Square Foot	\$0	Short Sales 0	\$448	\$0	N/A
	Average Sq Ft of Property	0	\$0	1,717	0	N/A
	Total Listing Inventory *	3	Conventional 0	1	1	N/A
	Total Listing Median Price ∞	\$888,000	Sales \$0	\$999,000	\$587,500	N/A
95641 Isleton	Total Sales	0	REO Sales 0	2	2	5
	Median Sales Price	\$0	\$0	\$442,500	\$335,000	\$505,500
	Average Price/Square Foot	\$0	Short Sales 0	\$294	\$239	N/A
	Average Sq Ft of Property	0	\$0	1,603	1,399	N/A
	Total Listing Inventory *	5	Conventional 0	2	3	N/A
	Total Listing Median Price ∞	\$350,000	Sales \$0	\$1,444,950	\$499,450	N/A
95655 Mather	Total Sales	4	REO Sales 0	6	38	18
	Median Sales Price	\$603,447	\$0	\$557,500	\$350,750	\$555,947
	Average Price/Square Foot	\$332	Short Sales 0	\$344	\$300	N/A
	Average Sq Ft of Property	1,991	\$0	1,736	1,617	N/A
	Total Listing Inventory *	5	Conventional 4	8	2	N/A
	Total Listing Median Price ∞	\$799,000	Sales \$603,447	\$672,000	\$559,450	N/A
95660 North Highlands	Total Sales	23	REO Sales 0	40	38	158
	Median Sales Price	\$425,000	\$0	\$420,500	\$350,750	\$410,000
	Average Price/Square Foot	\$371	Short Sales 0	\$350	\$313	N/A
	Average Sq Ft of Property	1,223	\$0	1,201	1,234	N/A
	Total Listing Inventory *	45	Conventional 23	38	26	N/A
	Total Listing Median Price ∞	\$399,450	Sales \$425,000	\$399,000	\$359,000	N/A
95662 Orangevale	Total Sales	40	REO Sales 0	49	43	181
	Median Sales Price	\$590,000	\$0	\$580,000	\$525,000	\$570,000
	Average Price/Square Foot	\$376	Short Sales 0	\$391	\$341	N/A
	Average Sq Ft of Property	1,838	\$0	1,768	1,754	N/A
	Total Listing Inventory *	33	Conventional 40	42	37	N/A
	Total Listing Median Price ∞	\$619,450	Sales \$590,000	\$586,500	\$660,000	N/A

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	Median Sales Price	\$519,000	\$421,050	\$486,000	\$435,000	\$488,000
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	Average Sq Ft of Property	1,476	\$0	1,359	1,451	N/A
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	Total Listing Median Price ∞	\$489,800	Sales \$519,000	\$499,000	\$444,900	N/A
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	Median Sales Price	\$708,000	\$0	\$677,750	\$635,000	\$680,000
	Average Price/Square Foot	\$344	Short Sales 0	\$364	\$310	N/A
	Average Sq Ft of Property	2,247	\$0	2,047	2,316	N/A
	Total Listing Inventory *	71	Conventional 62	54	45	N/A
	Total Listing Median Price ∞	\$699,500	Sales \$708,000	\$700,000	\$637,750	N/A
95626 Elverta	Total Sales	8	REO Sales 0	8	8	26
	Median Sales Price	\$680,000	\$0	\$545,000	\$387,225	\$506,450
	Average Price/Square Foot	\$398	Short Sales 0	\$433	\$370	\$527,000
	Average Sq Ft of Property	1,966	\$0	1,469	1,104	N/A
	Total Listing Inventory *	7	Conventional 8	5	9	N/A
	Total Listing Median Price ∞	\$650,000	Sales \$680,000	\$750,000	\$703,944	N/A
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	Average Sq Ft of Property	1,903	\$0	1,981	2,183	N/A
	Total Listing Inventory *	61	Conventional 42	54	54	N/A
	Total Listing Median Price ∞	\$735,000	Sales \$617,500	\$698,950	\$677,500	N/A
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	Average Sq Ft of Property	2,460	\$0	2,283	2,379	N/A
	Total Listing Inventory *	158	Conventional 89	86	63	N/A
	Total Listing Median Price ∞	\$821,098	Sales \$859,000	\$799,000	\$770,000	N/A
95632 Galt	Total Sales	34	REO Sales 0	32	26	151
	Median Sales Price	\$635,539	\$0	\$568,450	\$468,750	\$535,000
	Average Price/Square Foot	\$320	Short Sales 0	\$338	\$282	N/A
	Average Sq Ft of Property	1,995	\$0	1,750	1,768	N/A
	Total Listing Inventory *	64	Conventional 34	38	20	N/A
	Total Listing Median Price ∞	\$595,950	Sales \$635,539	\$599,999	\$525,000	N/A
95638 Herald	Total Sales	0	REO Sales 0	1	0	4
	Median Sales Price	\$0	\$0	\$770,000	\$0	\$802,500
	Average Price/Square Foot	\$0	Short Sales 0	\$448	\$0	N/A
	Average Sq Ft of Property	0	\$0	1,717	0	N/A
	Total Listing Inventory *	3	Conventional 0	1	1	N/A
	Total Listing Median Price ∞	\$888,000	Sales \$0	\$999,000	\$587,500	N/A
95641 Isleton	Total Sales	0	REO Sales 0	2	2	5
	Median Sales Price	\$0	\$0	\$442,500	\$335,000	\$505,500
	Average Price/Square Foot	\$0	Short Sales 0	\$294	\$239	N/A
	Average Sq Ft of Property	0	\$0	1,603	1,399	N/A
	Total Listing Inventory *	5	Conventional 0	2	3	N/A
	Total Listing Median Price ∞	\$350,000	Sales \$0	\$1,444,950	\$499,450	N/A
95655 Mather	Total Sales	4	REO Sales 0	6	38	18
	Median Sales Price	\$603,447	\$0	\$557,500	\$350,750	\$555,947
	Average Price/Square Foot	\$332	Short Sales 0	\$344	\$300	N/A
	Average Sq Ft of Property	1,991	\$0	1,736	1,617	N/A
	Total Listing Inventory *	5	Conventional 4	8	2	N/A
	Total Listing Median Price ∞	\$799,000	Sales \$603,447	\$672,000	\$559,450	N/A
95660 North Highlands	Total Sales	23	REO Sales 0	40	38	158
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	Average Sq Ft of Property	1,223	\$0	1,201	1,234	N/A
	Total Listing Inventory *	45	Conventional 23	38	26	N/A
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	Average Price/Square Foot	\$376	Short Sales 0	\$391	\$341	N/A
	Average Sq Ft of Property	1,838	\$0	1,768	1,754	N/A
	Total Listing Inventory *	33	Conventional 40	42	37	N/A
	Total Listing Median Price ∞	\$619,450	Sales \$590,000	\$586,500	\$660,000	N/A

STAFF DIRECTORY



2003 Howe Avenue, Sacramento, CA 95825
(916) 922-7711
Fax (916) 922-1221 or Fax (916) 922-3904



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1164 W. National Dr. Suite 60
Sacramento, CA 95834
(916) 922-2234 or (916) 922-7584

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